

Message Text

CONFIDENTIAL

PAGE 01 QUITO 03650 032312Z

70

ACTION COA-02

INFO OCT-01 ARA-16 ISO-00 JUSE-00 FTC-01 INT-08 IO-14

AGR-20 AID-20 EB-11 RSC-01 COME-00 TRSE-00 SWF-02

HEW-08 L-03 SCA-01 H-03 INR-10 DLOS-07 PRS-01 CG-00

DOT-00 SCS-03 EUR-25 CIAE-00 DODE-00 NSAE-00 PA-04

USIA-15 SP-03 SS-20 NSC-07 DRC-01 /207 W

----- 002090

R 032203Z JUN 74

FM AMEMBASSY QUITO

TO SECSTATE WASHDC 1221

INFO AMCONSUL GUAYAQUIL

C O N F I D E N T I A L QUITO 3650

E.O. 11652: GDS

TAGS: EFIS, EC

SUBJECT: FISHERIES TALKS: THEY ARE GOING ON NOW, GOE OFFICIAL SAYS.

REFS: (A) STATE 109110 (B) QUITO 3108 (C) STATE 88772 (D) QUITO 3649

1. EMBOFF SHAW, IN GUAYAQUIL DURING PAST WEEK FOR CONGEN-SPONSORED FISHING INDUSTRY CATALOG SHOW, MET TWICE WITH VICENTE TAMARIZ, DIRECTOR OF STATE FISHERIES ENTERPRISE (EPNA.) SUBSTANCE OF CONVERSATIONS FOLLOWS:

2. IN ACCORDANCE WITH REF A, AND USING LINE OF APPROACH INDICATED REF B, QUESTION OF POSSIBLE SAN DIEGO VISIT TO CONFER WITH US INDUSTRY REPS IN ADVANCE OF FORMAL FISHERIES TALKS WAS PUT TO TAMARIZ. HE LISTENED WITH OBVIOUS INTEREST AND SHOWED DEFINITELY POSITIVE REACTION. HOWEVER, THIS DID NOT EXTEND SO FAR AS TO INCLUDE COMMITMENT OF ANY SORT TO ACTUALLY MAKE ANY SUCH TRIP. QUESTION WAS LATER RAISED WITH HIM A SECOND TIME AND ELICITED THE SAME SYMPATHETIC BUT NON-COMMITTAL RESPONSE.

CONFIDENTIAL

CONFIDENTIAL

PAGE 02 QUITO 03650 032312Z

3. AT THE SAME TIME, TAMARIZ DID DROP SOME INTERESTING

NUGGETS RE HIS ALREADY-EXISTING CONTACTS WITH THE US TUNA INDUSTRY. FOR OVER A YEAR HE HAS BEEN ATTEMPTING TO PROMOTE ECUADOREAN LINKS WITH MAJOR US PACKERS. UNTIL RECENTLY, CONTACTS HAD BEEN STALEMATED BY THE PROMISE OF A NEW FISHING LAW. NOW THAT IT HAS BEEN PUBLISHED, AND ANALYZED IN SAN DIEGO, CONVERSATIONS ARE HEATING UP AGAIN. TAMARIZ CLAIMS TO BE ACTIVELY NEGOTIATING ASSOCIATION CONTRACTS WITH WESTGATE, STARKIST, AND A THIRD COMPANY (BELIEVED TO BE OCEAN FISHERIES, INC.)

4. EPNA, ACCORDING TO TAMARIZ, HAS JUST ACQUIRED A SITE IN MANTA AND, BEFORE YEAR-END, WILL FINISH A 1000-TON FREEZER PLANT EXPANDABLE TO TWICE THE SIZE. IN THE INTERIM, EPNA WILL BE ABLE TO RENT ALL THE FREEZER SPACE NEEDED. IT HOPES TO ATTRACT MAJOR US CANNERS, WITH TUNA BOATS UNDER CONTRACT TO THEM, WHO WOULD FISH ECUADOREAN-CLAIMED (AND PRESUMABLY ADJACENT) WATERS, UNLOADING CATCH IN MANTA FOR TRANSSHIPMENT TO THE U.S. THUS, INSTEAD OF HAVING TO RETURN TO SAN DIEGO OR SAN JUAN TO UNLOAD, BOATS COULD REMAIN ON STATION ALL THROUGH THE WEST COAST SEASON. THEY WOULD BE TREATED LIKE ECUADOREAN-FLAG BOATS (I.E., NO FISHING PERMITS REQUIRED.) THE PRICE: UP TO 20 PERCENT OF THE CATCH, TO BE DELIVERED TO EPNA AT LOW LOCAL PRICES, FOR PROCESSING IN ECUADOR. TAMARIZ CLAIMED THAT SENIOR STARKIST REPS WOULD SHORTLY ARRIVE IN ECUADOR TO CONTINUE DISCUSSIONS.

5. REGARDING OUR SUGGESTION, TAMARIZ WOULD PROBABLY HAVE TO CLEAR ANY TRIP ALONG THE LINES WE ENVISION WITH THE MINISTRY OF NATURAL RESOURCES, HENCE POSSIBLY HIS RELUCTANCE TO MAKE A COMMITMENT. AGAIN, IF WHAT HE TELLS US IS TRUE, TAMARIZ WILL PROBABLY BE RATHER BUSY DURING AT LEAST THE NEXT WEEK OR TWO. IN ORDER TO NAIL THINGS DOWN (IF POSSIBLE) AND PROVIDE TAMARIZ WITH SOMETHING MORE TANGIBLE WITH WHICH TO EXPLAIN AND JUSTIFY THE TRIP IN GOE CIRCLES, IT MIGHT BE USEFUL FOR SOME TUNA INDUSTRY SPOKESMAN TO CABLE TAMARIZ (ADDRESS: EPNA-GUAYAQUIL) TO REPEAT AND CONFIRM THIS INVITATION TO ENGAGE IN PRELIMINARY, INFORMAL TALKS. COULD THE DEPARTMENT ELICIT SUCH AN INVITATION FROM THE TUNA INDUSTRY PERSONALITIES

CONFIDENTIAL

CONFIDENTIAL

PAGE 03 QUITO 03650 032312Z

WITH WHICH IT MAINTAINS CONTACT?

6. IT STRIKES US THAT TAMARIZ'S APPARENT RESERVE ABOUT CONFERRING WITH US INDUSTRY AS A WHOLE MAY WELL ARISE FROM THE ATTRACTIVENESS AND IMMINENCE OF THE AGREEMENTS HE CLAIMS TO BE NEGOTIATING. IN THIS CASE A FEW BIRDS IN THE HAND MAY WELL BE PREFERABLE FOR THE ECUADOREANS TO ALL OF THEM IN THE BUSH. AND, IF THE CLAIMED INTEREST

OF CERTAIN US CANNERS IS REAL, IT WOULD GO FAR TO EXPLAIN
THE INDUSTRY'S APPARENT INABILITY TO COME TO A COMMON
NEGOTIATING POSITION. IT WOULD BE IRONIC INDEED IF,
WHILE WE AND WASHINGTON AND SAN DIEGO ARE TALKING ABOUT
TALKS, TAMARIZ SIGNS UP A PART OF THE US TUNA INDUSTRY TO
ASSOCIATION AGREEMENTS.

7. ACTION REQUESTED: THAT DEPARTMENT CONSIDER THE
POSSIBILITY OF REINFORCING EMBASSY'S DEMARCH TO TAMARIZ
THROUGH AN APPROACH TO INDUSTRY ALONG THE LINES SUGGESTED
PARA FIVE ABOVE. ANY FURTHER INFO DEPARTMENT CAN
DISCOVER FROM INDUSTRY ON NATURE OF CURRENT TALKS WOULD
ALSO BE USEFUL.
BREWSTER

CONFIDENTIAL

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: FISHING INDUSTRY, TUNA, FISHERIES MEETINGS, FOREIGN COMMITMENTS, NEGOTIATIONS, FOREIGN POLICY POSITION, BUSINESS FIRMS
Control Number: n/a
Copy: SINGLE
Draft Date: 03 JUN 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: cunninfx
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974QUITO03650
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D740140-0929
From: QUITO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740680/aaaacrbv.tel
Line Count: 129
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: (A) STATE 109110 (B) QUITO 3108 (C), STATE 88772 (D) QUITO 3649
Review Action: RELEASED, APPROVED
Review Authority: cunninfx
Review Comment: n/a
Review Content Flags:
Review Date: 12 SEP 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <12 SEP 2002 by WorrelSW>; APPROVED <13 FEB 2003 by cunninfx>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: FISHERIES TALKS: THEY ARE GOING ON NOW, GOE OFFICIAL SAYS.
TAGS: EFIS, EC, US, (TAMAIZ, VICENTE)
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005